

## **About Us:**

Eighteen Capital Group (ECG) is a boutique private equity firm/family office focusing on real-estate, specifically value-add multifamily investments. Deploying primarily partner and closely-related capital, ECG currently employs approximately 200 professionals and is headquartered on the Country Club Plaza in Kansas City, MO. ECG currently owns 6,912 apartment units in twenty two U.S. markets.

The founding Principals of ECG are Michael Gortenburg and Scott Asner. Key Partners include Isaac Gortenburg, and Jeffrey Gibbs.

Residents of our properties experience a commitment to service and our continual efforts to innovate and improve their living experience. We are also dedicated to providing the Eighteen Capital Group team with a fun, positive work environment. Various social and team-building outings, exceptional benefits and a merit-based culture make ECG the strong community it has become. Positive results and hard work are rewarded with increasing responsibilities, challenges and compensation, making ECG a stimulating workplace for in-house employees and property management teams alike.

Within the multifamily brokerage community, Eighteen Capital Group has differentiated itself from many of its peers in the current cycle by focusing on certainty of close and by utilizing:

- short due diligence periods
- in-house equity
- cash purchases with no debt financing contingencies in-house employees and property management teams alike.

To our Capital Partners, we pledge:

- A highly disciplined acquisition approach in which we adhere with conviction to our core investment values and return metrics.
- State-of-the-art reporting
- Property and Asset Management driven by Best practices. ECG continually searches for opportunities to enhance total net income and reduce total net expense in every single aspect of property operations. This includes sophisticated rent-optimization software, survey-driven resident satisfaction initiatives and online marketing/reputation enhancement, aggressive property tax advocacy, pooling of insurance costs, “green-retrofit” utility expense reduction and other efficiencies.

## Select Multifamily Transactions

Courtyards Apartments-Kansas City, MO  
Dove Tree Apartments-San Antonio, TX  
Ashton Place Apartments-Galveston, TX  
Mitchell's Park Apartments-Atlanta, GA  
Oaks of Baytown Apartments-Houston, TX  
Quay Point Apartments-Houston, TX  
Spurlock North Apartments-Nederland, TX  
Tiffany Square Apartments- Houston, TX  
Royal Ridge Apartments-Kansas City, KS  
Avondale Apartments-Little Rock, AR  
Sunset Place-Pine Bluff, AR  
Patriot's Place-Florence, South Carolina  
Villas of Windcrest Apartments-San Antonio, TX  
Nottingham Place Apartments-Kalamazoo, MI  
Summer Trace Apartments-Memphis, TN  
Concord Chase Apartments-Atlanta, GA  
Strawbridge Green Apartments-Indianapolis, IN  
Bay Colony Apartments-Killeen, TX  
Hillcrest Woods Apartments-Indianapolis, IN

Bear Creek Apartments-Euless, TX  
Ridgeview Apartments-Oklahoma City, OK  
Quail Run Apartments-Columbia, SC  
Aspen Woods Apartments-Greensboro, NC  
Misty Creek Apartments-Greensboro, NC  
Wendover West Apartments-Greensboro, NC  
LeMans at Lawndale Apartments-Greensboro, NC  
Lexington Commons-Greensboro, NC  
Canyon Ranch Apartments-Amarillo, TX  
Lighthouse Apartments-Amarillo, TX  
Summer Wind Apartments-Austin, TX  
Park South Apartments-Kansas City, MO  
Gladstone Square Apartments-Gladstone, MO  
Northwood Village Apartments-Gladstone, MO  
Vienna Square Apartments-Gladstone, MO  
Springtree Apartments-Columbia, SC  
Applewood at the Coves-Kansas City, MO

### **Acquisition Program Criteria**

**Asset Type:** Multifamily

**Asset Class:** "A Minus" to "C Plus"

**Size:** 125 units and up

**Location:** MSA of 250,000 minimum population

**Ownership:** Lender, Servicer, or Private

**Value Add Component:** Sub-Optimal Management • Deferred Maintenance • Exterior/Interior Upgrade Opportunity • Green Retrofit

### **ECG Can Move Quickly When Necessary**

Example: Concord Chase Apartments- Atlanta, GA

- Purchase and Sale Agreement executed with non-refundable earnest money
- Property closed for cash six days later

## Acquisition Contact

### **Colin Riesman**

Senior Acquisition Associate  
Eighteen Capital Group  
420 Nichols Ave Suite 205  
Kansas City, MO 64112  
Direct: 816.437.9657  
Cell: 913.486.1900  
E-mail: [Colin.Riesman@18CG.com](mailto:Colin.Riesman@18CG.com)

Colin Riesman serves as the Senior Acquisition Associate for ECG. He received his Bachelor of Science degree in Accounting and Masters of Accounting from the University of Kansas-Lawrence.

**Broker/Seller References**

**Michael Sullivan**

Berkadia  
816-531-5103

**Henry W. (Woody) Moore, Jr. CCIM**

Colliers  
803-401-4236

**G. Reid Teaney**

Apartment Realty Advisors  
816-556-1188

**Jack Dziadul**

Trimont Real Estate Advisors  
919-718-0368

**Alix Pierre OCWEN**

Financial Corp.  
561-682-7377

**Mike Fowler**

Brown Investment Properties  
336-706-3330

**Watson Bryant**

U.S. Multi Housing Advisors  
704-916-7157

**Tommy Lovell III**

Marcus & Millichap REIBC  
972-755-5292

**Hannah Ott**

Tikijian Associates  
317-578-0088 Ext. 5

**Barden Brown**

Brown Realty Advisors  
770-594-1915

**Aaron Hargrove**

Hendricks & Partners  
918-398-8260

**Blake Pera**

CB Richard Ellis  
901-296-1156